



GSA Public Buildings Service

Via E-Mail

December 13, 2011

Mr. Cary M. Euwer
BP-Metropolitan Investors, LLC.
10740 Parkridge Boulevard, Suite 120
Reston, VA 20191

Re: Confirmation of Presentation
Redevelopment of the Old Post Office Building
GSA Solicitation Number NR-73002105 – March 24, 2011

Dear Mr. Euwer:

This is to confirm that your team is scheduled to make a presentation regarding the above-referenced solicitation on December 21, 2011 at 11:30 am. In order to prepare for the presentation, please refer to the attached Question and Answer sheet.

Based upon a review of your initial proposal, the government has identified the following weaknesses/deficiencies:

Factor 1

- Not sure of size of developer/recent experience;
- Has this team worked together before?; and
- Please provide all Metropolitan's experience in addition to what has been presented for Baupost.

Factor 2

- Explain how retail will provide sufficient street activity;
- How will Clock Tower be accessed?
- Need more information on restoration of historic fabric; and
- Breakdown adaptive re-use versus new construction.

Factor 3

- Is Metropolitan a fee developer? If not please provide financial of Metropolitan per the RFP; and
- Does not include possessory interest tax in offer.

Factor 4

- Low lease payments; and
- No letter of intent from Hilton/Waldorf.

U.S. General Services Administration
301 7th Street SW
Washington, DC 20407-0001
www.gsa.gov

Your team is free to utilize the presentation period as it deems necessary. However, that being stated, the government suggests that your team focus its efforts on addressing the weaknesses stated above. In addition, the government is particularly interested in better understanding your team's vision for the Old Post Office.

Please feel free to contact me at (202) 708-4600 or by email to kevin.terry@gsa.gov with any questions. Please note that any questions asked may be the subject of a future Question and Answer sheet that is distributed to all offerors.

Sincerely,

(b) (6)

Kevin M. Terry
Senior Realty Contracting Officer

**REDEVELOPMENT
OF
OLD POST OFFICE**

**Presentation
Questions and Answers**

1.) Where will the presentations occur?

Answer: The presentations will occur at the GSA Regional Office Building located at 7th & D Streets, S.W. (301 7th Street, SW), Washington, DC. Please use the public entrance, which is located half-way down the block on D Street.

2.) What will offerors need to bring to access the building?

Answer: Each member of the developer's team will need to show a picture ID in order to access the building. Once your group has arrived, please contact Summer Salyer at (202) 260-0653 or Andre Toppin at (202) 557-1014, and one of them will escort your group to the designated meeting room.

3.) Is there a limit on the number of developer team members allowed to be in the room for the presentation?

Answer: No.

4.) Who can make part of the presentation?

Answer: Any member of the developer's team may participate in the presentation.

5.) How many members of the development team can be present in support?

Answer: There is no set limit.

6.) Can offerors review the room in advance with its AV team?

Answer: Yes, please contact Kevin Terry to schedule an appointment.

7.) Can offerors visit before to see the room set up?

Answer: Yes, please contact Kevin Terry to schedule an appointment.

8.) What kind of audio-visual equipment does the room contain where the oral presentations will occur?

Answer: The room contains the following equipment: (2) 65" Panasonic LCD flat screen televisions; (2) desktop computers linked to both screens; both computers have USB ports for portable drives and CD-ROM drives; and (1) desktop is linked for audio.

9.) Can offerors bring their own equipment?

Answer: Yes.

10.) What is the schedule for the presentations?

Answer: Offerors will be allotted a total of 90 minutes for the presentations. Presentations are to begin promptly at the allotted time provided in your letter of invitation dated December 6, 2011. Your development team shall have 15 minutes prior to the presentation start time for set-up and introductions of the development team & GSA personnel, and 15 minutes at conclusion for take-down. Please allow for 30 minutes for questions and answers.

The schedule is broken down as follows:

Set-up & Introductions	15 minutes
Presentation	60 minutes
Q&A	30 minutes
Take-down	15 minutes

With the exception of the Q&A and take-down, Offerors may, in their discretion, elect to shift the allotted times. For instance, if it only takes 10 minutes to set-up, the offeror may elect to shift 5 minutes to the presentation portion. Likewise, if the offeror concludes the presentation portion early, then the offeror may elect to allot additional time for the Q&A period. That being stated, the offeror must allow for at least 30 minutes for Q&A and 15 minutes for take-down. In addition, Offerors are cautioned that if the set-up takes more than 15 minutes, the amount of time allotted for the presentation portion will be decreased accordingly.

11.) Should offerors only cover the information submitted in the initial offers?

Answer: Please refer to cover letter. Offerors are free to allocate the 60 minute block of time as they deem necessary.

12.) Will GSA identify who (name, position, and role in the selection process) from GSA and its consultants, will be present for the oral presentation? Will GSA provide bios for these people?

Answer: GSA will not identify the government personnel and consultants, if any, who are present in the room until the beginning of each oral presentation. This time will not count against the offeror's 90 minute block. No bios will be provided.

13.) Will we be presenting to the actual selection team members, some of the technical evaluation team members, or both?

Answer: Most likely both.

14.) According to the March RFP, GSA reserves the right to discuss matters with some or all developers. Are there any matters particular to the proposal that you like to see offerors elaborate upon in the oral presentations?

Answer: Please refer to cover letter.

15.) Are presentations to be evaluated on a separate point or rating system, distinct from the factors given in the RFP? If so, will you disclose those factors?

Answer: No, presentations are not to be evaluated on a separate point or rating system, distinct from the factors given in the RFP.

16.) Should offerors address the financial offer and supporting financial information (budget and pro forma)?

Answer: Please refer to cover letter.

17.) Should the oral presentation be verbatim of our written presentation or compression?

Answer: Please refer to cover letter.

18.) Are the materials presented and discussed confidential?

Answer: The same confidentiality will be applied to the oral presentations as to the initial proposals. Please refer to the RFP.

19.) Is there an area of concentration or interest to the panel members?

Answer: Please refer to cover letter.

20.) Should offerors prepare any handouts for the presentation or can offerors assume that the selection panelists and their advisers have our full submittal?

Answer: Offerors may provide any handouts they deem necessary. In addition, offerors are free to present any information they deem necessary, including but not limited to Power Point, multi-media presentations, etc. Offerors are limited, however, to providing a thirty (30) page written submission that will be left with GSA and included as a supplement to the offeror's initial proposal submission. Offerors may, in their discretion, provide this written submission at any time during the oral presentation. That is to say, offerors may provide the written submission at the beginning, middle, or end of the presentation.

21.) Should we offer bios of our presenters to GSA?

Answer: Each offeror must independently decide how to best allocate the time period. To the extent bios are provided as part of the written submission, they will count towards the thirty (30) page limit.

22.) Should offerors include the proposed general contractor in the presentation?

Answer: This is left to the discretion of each individual offeror.

23.) Can you share with us who the finalists are?

Answer: No.

24.) Will the questions from the panelists be integrated throughout the presentation or at the end?

Answer: The end.

25.) How long should we plan for the question period?

Answer: 30 minutes.

26.) Can offerors submit an additional written submission along with the oral presentation?

Answer: Yes; offerors may provide an additional written submission along with its oral presentation. Additional written submissions are limited to thirty (30) pages, inclusive of all Power Point slides, attachments, spreadsheets, pictures, etc. The written submission will be left with GSA and included as a supplement to the offeror's initial proposal submission.

27.) How many copies of the written submissions should be provided?

Answer: Please provide six (6) hard copies of the written submission and one electronic version in pdf format on a CD-ROM or DVD.

28.) Will the presentations be recorded?

Answer: Yes.